

**NEW Fashions**  
in Sports and Spring Apparel  
newly arrived to interest  
those who plan Southern  
trips, and visitors to the city  
who are now purchasing  
advance modes for Spring.

9:30 to 6  
STORE HOURS (for the present)

# HEARN

Fourteenth Street

West of Fifth Avenue

**Satisfactory Shopping**  
Shopping Cards save you  
time and trouble. ASK ANY  
CLERK FOR ONE.

## LAST WEEK of Dressmakers' Sale

"Under Market" Price Cuts on  
MERCHANDISE MOST IN DEMAND

Sales Dep'ts { **Silks Dress Goods**  
**Linings**  
**Trimmings**

**Notions**  
**Wash Dress Fabrics**  
**Georgette Crepe**

**White Goods**  
**Laces**  
**Ribbons**

**Dress Forms**  
**Shears**  
**Embroideries**

FOLLOWING ON SALE BOTH MONDAY AND TUESDAY:

### LAST WEEK DRESSMAKERS' SALE

#### Silks and Satins

Silken frocks of finest quality for every occasion are a real economy if one purchases the material during our Dressmakers' Sale. Unusual values are obtainable in all the new colors and patterns, and in black and white.

CREPE DE CHINE—in a variety of light and dark colors—a soft-heavy weave of excellent wearing quality—40 inches wide—our regular \$2.95.....Sale **2.44**

BLACK SATIN—35 inches wide—fine, soft quality—our regular \$2.95.....Sale **2.38**

BLACK DRESS SATIN—35 inches wide—soft finish—wears excellently—our regular \$3.50.....Sale **2.74**

SILK-MIXED POPLIN—36 inches wide—lustrous chiffon finish—street colors—our regular \$1.54.....Sale **1.28**

Silk Foulard—radium finish—navy, taupe, Copenhagen, black and tan grounds, in scroll designs—white and colored figures.....**2.15**

35-inch Dress Satins—large assortment of light and dark colors Special **2.95**

32-inch Shirtings—white satin stripes in various colors and widths—launder perfectly.....**2.95**

40-inch Lustrous Radium Taffeta—fine quality—light and dark colors.....**2.95**

#### WHITE SILKS

27-inch Habutai Silks—yd. **.97**  
35-inch Habutai Silks—yd. **1.37**  
Yard-Wide White Silk Duck.....**3.15**  
30-in. White Jersey.....**3.90**  
40-in. White Shantung.....**2.45**  
40-in. White Crepe de Chine.....**2.95**  
40-in. White Crepe.....**3.95**  
40-in. White Charmeuse.....**3.75**  
40-in. White Sports Satins.....**5.95**

#### BLACK SILKS

40-in. Charmeuse.....**3.95**  
40-in. Crepe Back.....**7.50**  
40-in. Pebble Back.....**6.45**  
40-in. Crepe Meteoars.....**2.75**  
35-in. Black Satin Duchesse.....**3.75**  
40-in. White Crepe.....**3.95**  
40-in. White Charmeuse.....**3.75**  
40-in. White Sports Satins.....**5.95**

### LAST WEEK DRESSMAKERS' SALE

#### Laces and Embroideries

A comprehensive stock at unusual reductions during this sale.

Novelty and Fancy Cotton Laces—best patterns—our reg. 12 1/2.....Sale **.9**  
Cruny and Imitation Crochet Laces—various widths—attractive patterns for all trimming purposes—our reg. 28.....Sale **.20**  
Valenciennes Laces—12-yard pieces—many designs—our reg. 9 1/2.....Sale **.77**  
Novelty Lace Flouncings—pretty floral designs—our reg. 9 1/2.....Sale **.77**

Black Brussels Net—scarfs, tunics, blouses, millinery and entire gowns—good, firm quality—our reg. \$1.38.....Sale **1.15**

All-over Embroideries—blind and open work—wide assortment of patterns—our reg. 98.....Sale yd. **.85**

Embroidery Flouncings—large variety of patterns, including dainty ruffled edgings—Special.....Sale, yd. **.55**

Embroidered Voile Flouncings—desirable widths and patterns for dresses and tunics—our reg. 97.....Sale, yd. **.73**

Dainty Embroideries—choice selection of patterns in edgings, insertings and beadings—Special.....Sale, yd. **.9**

A full range of patterns of dotted and figured black nets at popular prices.

### LAST WEEK DRESSMAKERS' SALE

#### LININGS

Upon the proper lining for your suit depends much of its charm and beauty. Lining material of newest color and design is here at sale values.

Mercerized Sateen—good selection—light and dark colors—high satin lustre—our regular .55. Sale, yd. **.66**

Lining Satin—Soft finish—excellent quality, gray, tan, navy, rose, brown, Copenhagen blue, dark red, black and white—excellent quality for coats and suits—our regular \$2.15. Sale, yd. **1.76**

Fancy Sateen—effective designs in many attractive colors for petticoats and linings—\$5 inches wide—our regular \$1.37. Sale, yd. **.96**

### LAST WEEK DRESSMAKERS' SALE

#### Notions and Dress Forms

The woman who sews will appreciate the opportunities offered in this department to save by buying those innumerable small, indispensable accessories at noteworthy sales values.

Spool Cotton—Willington Mills 200-yard spool—black and white—best numbers—our reg. .85 doz. Sale **.62**

Basting Cotton—our reg. 84 per dozen.....Sale **.62**

Sewing Silks—black and colors—50-yard spools—our reg. .85 per doz. Sale **.61**

Sewing Silks—black only—300-yard spool.....Sale **.37**

Snap Fasteners—our reg. .50 per gross.....Sale **.35**

Seam Bindings—black and white—our reg. 35 each.....Sale, Each **.28**

Inside Dress Belting—our reg. \$1.40 and \$1.60.....Sale, 10 yds. for **1.00**

Machine Needles—our reg. 7.25.....Sale, 6 papers for **.25**

White Roll Tape—24 yards—our reg. .34.....Sale **.23**

Dressmakers' Pins—our reg. .34 to .38 box.....Sale **.25**

Dress Shields—standard makes—extra quality—light weight—sizes 2 and 3—our reg. 36 and 38.....Sale **.24**

Double Covered Rubber Shields—sizes 2 and 3—our reg. 40 and 42.....Sale **.32**

Sizes 4 and 5—our reg. 44 and 46.....Sale **.35**

Bust Forms—our reg. \$1.74.....Sale **1.25**

Acme Adjustable Dress Forms—four sections—our reg. \$9.47.....Sale **6.95**

Dress Forms—12 sections—telescopic—Hall-Bochert make—our reg. \$14.97.....Sale **10.25**

### LAST WEEK DRESSMAKERS' SALE

#### Woolen Dress Materials

Newest and smartest of woolen fabrics for Spring costumes are offered during this sale at prices which are considerably below their regular values.

The stocks are complete, carefully chosen and possess all of the usual excellent wearing qualities of goods from Hearn's.

48-inch All-Wool Velours—with soft raised nap—our reg. \$4.28—New Spring colors and black. Dressmakers' Sale **3.54**

46 and 48-inch All-Wool Tricotines—small, raised diagonal weave—taupe, brown, navy and black—our reg. \$3.68.....Sale **2.61**

Fine Quality All-Wool Cream Tricotines—46-inch—our reg. \$4.97.....Sale **3.75**

54-inch All-Wool Navy Blue Men's Wear Serges—our reg. \$4.97.....Sale **3.91**

42-inch All-Wool Poplins—small raised weave—tan, taupe, navy and black—our reg. \$2.97.....Sale **2.32**

48-inch All-Wool French Serges—finely woven—navy blue and black—our reg. \$3.38.....Sale **2.84**

46-inch All-Wool Poirat Twill—navy blue—our reg. \$4.38.....Sale **3.32**

42-inch All-Wool Cream French Serges—fine weave—our reg. \$3.28.....Sale **2.54**

48-inch All-Wool Plaid and Striped French Serges—grounds of tan, gray, navy and blue—with contrasting color combinations—our reg. \$3.97.....Sale **3.28**

48-inch All-Wool Shepherd Checks—black and white—small, medium or large checks—our reg. \$3.97.....Sale **3.28**

48-inch All-Wool Broadcloths—chiffon finish—sponged and shrunk—in newest shades of tan, antelope, racoon, bluebird, nutria, beaver, reindeer, navy and black—our reg. \$3.97.....Sale, yd. **3.33**

### LAST WEEK DRESSMAKERS' SALE

#### TRIMMINGS

##### The new costumes affect trimmings of buttons and braids—and attain to ultra-smartness. A large variety of those most desired are offered at Sale Prices.

Dress, Suit and Coat Buttons—large assortment includes celluloid, ivory, metal and jet buttons, in the season's newest styles and colors—our reg. .28 to .47 card—Sale **.15**

Fancy Black and Colored Silk Braid—our reg. .24 to .47—Sale **.14**

Ivory, Celluloid and Pearl Buttons—black and colors—coat, dress and suit sizes—our reg. .12 to .24 card—Sale **.7**

1/4 Inch Black Silk Braid—our reg. .20.....Sale **.15**

44-inch Chiffon Voiles—finely woven, in colors for morning, afternoon and evening costumes, lend themselves to simple or elaborate effects—our reg. .75.....Sale **.66**

Printed Dimities, daintily patterned with flowers on white grounds are cool and pretty for Summer frocks and negligees—our reg. .50.....Sale **.41**

Fancy Voiles, Dresden colors or with smart stripes on light and tinted grounds—our reg. .38.....Sale **.27**

Imported Scotch Ginghams in a fine selection of plaids which display artistic combinations of the new shades of blue, jade green, lavender and other colors—our reg. .87.....Sale **.70**

Woven Plaid Voiles with triple corded stripes or embroidered figures show two and three-toned combinations of colors in lighter and darker shades—our reg. .97.....Sale **.78**

### LAST WEEK DRESSMAKERS' SALE

#### RIBBONS

Ribbons are more than usually lovely in their new spring designs. They make chic trimmings for hats—pretty bags for parties—sashes for frocks—and always hair-bows

Embroidered Ribbons—for millinery, bags and trimmings—in floral and conventional designs—richly embroidered in gold, silver or colors—our reg. \$3.35.....Sale **2.15**

Taffeta Ribbons—many attractive colors—pretty for hair bows—our reg. 42.....Sale, yd. **.31**

Moire and Taffeta Ribbons—white and colors—our reg. 52.....Sale, yd. **.38**

Black Moire Ribbons—fine quality—our reg. 88.....Sale, yd. **.65**

Satin Ribbons—black and all colors—our reg. \$1.28.....Sale, yd. **.92**

Flannelette Night Dresses—white and stripes, high or V neck, silk scalloped or braided trimmings—our reg. \$2.68.....Sale **2.38**

Flannelette Night Dresses—white or clear stripes—extra quality, finished with feather stitching or braid—our reg. \$3.28.....Sale **2.84**

Flannelette Pajamas—pink or blue stripes, scalloped, frog trimmings—our reg. \$2.69.....Sale **1.97**

Flannelette Petticoats—dark gray or rainbow stripes—our reg. \$1.28.....Sale **.97**

Flannelette Petticoats—silk scalloped ruffle, white or striped—our reg. \$1.48.....Sale **1.28**

Flannelette Bloomers—white and striped; shirred at waist and knee—our reg. \$1.28.....Sale **.97**

Canton Flannel Corset Covers—high neck, tight fitting—36 to 44—our reg. 78.....Sale **.66**

Knit Corset Covers—short or long sleeves, crocheted edges—our reg. 97.....Sale **.68**

Heavy Knit Corset Covers—also fleece lined Corset Covers—our reg. \$1.48.....Sale **1.28**

White Flannel Petticoats—silk scalloped and feather stitch—(part wool) our reg. \$3.28.....Sale **2.68**

Extra Size Flannelette Underwear

Extra Size Flannelette Night Dresses—fancy stripe, V neck, collarless—our reg. \$2.68.....Sale **2.28**

Night Dresses—pink, blue or gray stripes, collarless; finished with double row of stitching—our reg. \$2.97.....Sale **2.64**

Children's Underwear

Children's Flannelette Billie-birke Pajamas—6 to 12 yrs.—our reg. \$3.48.....Sale **2.68**

Misses' Flannelette Night Dresses—good quality—our reg. \$2.68.....Sale **1.68**

Odd Lot Children's Night Drawers, with feet—our reg. \$1.28.....Sale **.68**

Flannelette Pajamas—two-piece style, clear striped flannelette—6 to 16 yrs.—our reg. \$2.28.....Sale **1.84**

Children's Flannelette Bloomers, good quality pink and white, blue and white stripes—6 to 12 yrs.—our reg. .78.....Sale **.65**

Double Width Georgette Crepe—in all street and evening shades—suitable for gowns and tunics—our regular \$2.97—Sale **2.30**

72-inch Silk Dress Nets—large assortment of colors and black and white—appropriate for scarfs, tunics and trimmings—our regular \$2.47—Sale **1.77**

Velvet Dept.—Main Floor.

### Spring Modes

If you would gladden your eyes and substitute for Winter's gloom a vision of Spring color and lines of lyric grace, come to our Fashion Section and revel in the beauty of new Spring attire.

Refresh your spirit with the purchase of a becoming hat that will give you a Spring-like glow of Pleasure. Choose a frock with saucy frills for slender, youthful lines; a modish suit that will be in readiness for the first warm day, and a blouse of flower-like charm.

Every new mode that can add pleasure to your choice is here, and the spectre of expense shall not intrude unduly. Prices are all as little as may be, and less than elsewhere.

### Rugs

That new rug which you've been intending to purchase is here at Hearn's for you at a price so reasonable that you will wonder how we can do it. It is only because we are continually in the market—always ready to pay spot-cash.

The rugs are beautiful in design and coloring—our Oriental reproductions in particular will arouse your enthusiasm—so wonderful is their color, quality and so fine the weave.

#### Finest Seamless Wilton Rugs

Reproductions of finest Orientals, also small carpet effects.

9x12 ft. 8.3x10.6 ft. Special **96.75** **92.50**

FINE SEAMLESS VELVET RUGS, also fine grade Axminsters, 9x12 ft.—medallions, Orientals and small effects.....**57.50**

ABOUT 500 BIGELOW HARTFORD VELVET RUGS—27x54 inch.....Special **5.97**

NEW AXMINSTER RUGS—27x54 inch.....Special **4.97**

700 CARPET SAMPLES—Axminsters and other grades—bound—18x27 inch.....Special **.97**

NEW SHIPMENT OF ART SQUARES—allover effects—6 x 9 feet.....**5.47**

7 x 9 feet.....**6.47**

9 x 10.6 feet.....**8.97**

150 BOZART FIBRE RUGS—stenciled designs—4.6 x 7.6 ft.—value \$9.44.....**6.97**

WOOL VELVET STAIR CARPETING—Oriental designs.....**2.47**

### DRESSMAKERS' SALE

#### SHEARS and SCISSORS

Scissors which cut and truly are of much importance to the dressmaker. Here are some excellent values at Dressmakers' Sale reductions.

Steel Shears—full nickel finish—our reg. \$1.17.....Sale **.75**

Embroidery Scissors—reliable make—our regular .75 and .87.....Sale **.52**

Scissors and Shears—dependable qualities—our regular .75.....Sale **.47**

Scissors and Shears—best quality, full nickel finish—our regular \$1.45.....Sale **1.17**

### MORNING SPECIALS—Monday and Tuesday Until 1 P. M.

To prevent dealers buying, quantities restricted. No Mail or Telephone Orders

\$4.44 Men's Silk Stripe Shirts.....3.66

Large assortment of stripes on woven madras—well made—all sizes.....**3.66**

MEN'S FURNISHINGS—MAIN FLOOR

\$1.95 Men's Winter Underwear.....1.33

Soft wool finish—gray—shirts or drawers.....**1.33**

MEN'S UNDERWEAR—MAIN FLOOR

\$13.50 Boys' Sport Coats.....9.50

Variety of novelty plaids in brown, gray and green—large patch pockets—convertible collars—8 to 17 years.....**9.50**

BOYS' CLOTHING—THIRD FLOOR

\$7.94 Little Boys' Suits.....6.50

3 to 9 yrs.—Sailor and 2d. Norfolk—various pleated—navy serges and fancy casimeres.....**6.50**

BOYS' CLOTHING—THIRD FLOOR

\$1.97 Baby Boys' Dresses and Suits.....1.65

White and colored—Russian, middie, belted and Oliver Twist styles—sleeves to 4 yrs.....**1.65**

INFANTS' DEPT.—SECOND FLOOR

\$1.77 Women's Cotton Fleece Union Suits.....1.37

High neck—long sleeves—medium neck—elbow sleeves—sleeve length—regular and extra sizes.....**1.37**

KNIT UNDERWEAR—MAIN FLOOR

\$2.50 Women's Overalls.....1.67

Dark gray—high cut—light fitting pattern—9 buttons—to fit sizes 3 to 8 shoes.....**1.67**

SHOES—SECOND FLOOR

\$2.48 French Serges and Taffetas.....1.52

40 inch—all wool—tan, taupe, olive, myrtle, Burgundy, castor, navy and black.....**1.52**

DRESS GOODS—MAIN FLOOR

62 ct. White Poplins.....50

Mercerized finish—for uniforms, middies, boys' and men's shirts, etc.—WHITE GOODS—MAIN FLOOR.....**50**

45 ct. Outing Flannel.....35

Fleecy nap—pink and blue stripes—less than mill price.....**35**

WASH DRESS FABRICS—BASEMENT

38 ct. Pink Nainsook.....30

In great demand for underwear, negligees, etc.....**30**

WASH DRESS FABRICS—BASEMENT

38 and 45 ct. New Curtain Serges.....28

White, ivory and beige—dainty colored borders or wide hem.....**28**

UPHOLSTERY—BASEMENT

\$6.97 Texelium Art Rugs.....4.88

63 1/2 ft.—small carpet and tapestry designs.....**4.88**

RUGS—THIRD FLOOR

\$6.87 Silkline Comfortables.....4.23

Fleecy nap—cotton flannel—full size—winter weight.....**4.23**